open letter from

Paul Lalave

The Colorado weather has been kind to our new Region Sales Manager, Jim Merrell. It gave him a full three weeks of sunshine with Cray before a ten-inch snowfall initiated him to his new home in Boulder. Softspoken Jim hails from Alabama. He completed his degree in Mechanical Engineering (during the reign of Bear Bryant) at the University of Alabama. He also met his wife of 26 years, Biddy, while at school there. Jim and Biddy have two children, Jim, now at Texas A&M and Patricia who lives and works in Atlanta.

Jim has spent virtually his whole 23-year career in the marketing field and much of it in aerospace dealing with government agencies and government prime contractors. For the past 17 years, Jim has concentrated on large computer system integration. Before coming to Cray, he was Manager of Complex System Marketing with the IBM Federal Systems Division in Houston.

Cray's courtship of Jim Merrell was an extended one. While numerous Cray people interviewed him, he spent the better part of five months doing research in answer to the question, "Can Cray continue to be a pre-eminent in its industry as they have in the past and continue to grow?" He talked to current and potential users of Cray systems and came to the conclusion that Cray people are the kind of people to meet future industry challenges. He also believes that Cray management is keenly aware of the impact of blossoming competition and the demands this will make on Cray.

Jim feels that his background and experience can contribute to Cray's success. He says, "This new competition will change Cray's marketing environment and require us to

sharpen our skills. Competition is the challenge, and I want to attack this challenge head-on, vigorously and ethically." Jim believes that future market development will require cooperative and coordinated efforts across region lines. "We must endeavor to

speak in a single Cray voice to our customers." Jim also states that he hopes the Central Region sales group can provide leadership in developing these cooperative efforts. He says, "I look forward to being part of the Central Region team."

Central Region Welcomes Jim Merrell, New Region Sales Manager.

CENTRAL REGION HITS THE COLLEGE CAMPUSES

On November 6th, Cassandra Shaw, AIC for Sandia and Air Force Weapons Lab, Hal Meyer, AIC for Los Alamos, and Mark Skidmore, HR Rep from Boulder, visited the University of New Mexico in Albuquerque to recruit for entry level analyst positions. Additional November recruiting trips have been planned for Colorado State University in Fort Collins and for an internship at the University of Illinois.

Staffing efforts such as these will become more and more important to the Region as we continue to sell systems and expand our customer base over the next few years. In

preparing for this anticipated growth, the Region will continue to establish good relationships with technical schools, universities, and colleges. The use of Corporate funds to institute scholarships supporting technical disciplines at key schools where we recruit will also increase our visibility on those campuses. In addition, the Region is planning to identify a number of internship opportunities at various locations for 1986. Internships might also be arranged to help deal with the long lead time required for security clearances.

Technical News

U of MN CRAY-2 PROTOTYPE INSTALL A SUCCESS

by Robbie Cordo

The Central Region's first CRAY-2, a one processor 16mw prototype, was delivered to the University of Minnesota (Research Equipment, Inc.) at 8 a.m. on Monday, October 7, 1985. Two weeks later, Monday, October 21, REI successfully demonstrated single processor Cray-2 performance to some of the industrial researchers in the country. Between these two events, there was a flurry of Cray activity at REI.

Successful installation depended upon three main activities: Mechanical installations, electrical checkout, and software installation. These activities were carried out very successfully by three crews of dedicated Cray employees.

The mechanical crew, led by Steve Lasure of Chippewa Falls, was assisted by Larry Sjoberg of the Central Region and customer engineers, Jim Allshouse (EIC), Lonny Isenberg, and Paul Pedersen. With a very impressive display of efficiency, the mechanical crew had the prototype ready for electrical checkout by Tuesday afternoon. However, some minor site preparation miscues on the part of CDC (which had the site preparation contract) prevented electrical checkout from starting until Wednesday morning.
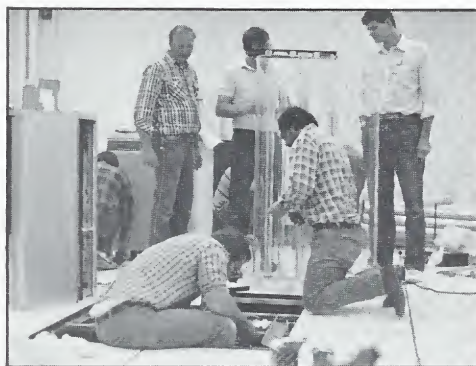
CRAY-2 hardware installation team at U of MN

CRAY-2 software installed by Jim Nordby (STS), Tom Mortensen, Tim Hoel (Mendota), and Rich Garrett

Les Drehmel of Chippewa Falls led the electrical checkout crew of Rick Austin, Chuck Ziegler (ITS), Ed Boyle (Central Region), the the CE's through a comprehensive, round-the-clock, seek and repair mission. This lasted until the following Monday afternoon. A testimonial to the quality of the checkout is that only one hardware interrupt has occurred in the ensuing 4 weeks.

Once the checkout was complete, Jim Allshouse accepted the machine from Les Drehmel and promptly turned the software crew loose on it. The software team consisted of Tom Mortensen (Central Region), Rich Garrett (Site Analyst), Tim Hoel (CRAY-2 software), and Jim Nordsy (STS). Through an excellent effort on their part, the software was installed and running by Wednesday afternoon, thus allowing two entire days to prepare for the October 21st demonstration.

After witnessing this very successful and timely installation, I am confident that the 4 processor CRAY-2, to be delivered to REI in December, will be installed and accepted in 1985.

After witnessing this very successful and timely installation, I am confident that the 4 processor CRAY-2, to be delivered to the U of MN in December, will be dropped into its footprints with equal precision.

CRAY INSTALL MAKES BIG SPLASH AT UNIVERSITY OF ILLINOIS

by Rick Swirtz and Brad Woodworth

August 30, 1985 was an exciting day in Champaign/Urbana. The Cray X-MP 24 was received with much fanfare from University, town and State officials. Cameras and film were rolling all day as the Chippewa install crew began their work. The mechanical crew consisted of: Ken Dahlkey, Tom Kearns, Joel Pahl. The STCO crew was Steve Husar, Don Grooms, and Bruce Winkler. From the Central Region we had Larry Sjoberg, Ed Boyle, and Scott Donoho. The install went well thanks to excellent help on site. During extended

margins we had about 270 register chips fall out so we asked for and got the help of Chippewa SWAT team member, Donna Myer. Donna was swapping chips as fast as we could pull boards. The machine was turned over from STCO on September 7 and has been running smoothly ever since.

After much preparation and assistance from THE CTSS Consulting Group and Central Region Analysts, the newest version of CTSS and utilities were brought up very quickly.

The user community at the University of

Illinois has been quickly acquainting themselves with the new system. They are using the Cray for everything from studies of nova explosions to light-energy in biomolecules to simulation of living cells and an endless list of other scientific research projects.

The Cray computing facility here is the first NSF-funded supercomputer lab and has been said to be the future supercomputer facility of the UNIVERSE with all of the top minds in the scientific research world working on solutions to just about every conceivable problem.

JOINT EASTERN/CENTRAL ANALYST MEETING   by Rosanne Balser

A Truly Cray Size Problem

by Bob Wellck

In the last issue of "Centrally Speaking," a modified Conjugate Gradient algorithm intended for the solution of large, out-of-memory, problems was described. Results were given for a problem that required about 1 Mwd of main memory and about 10 Mwd of SSD. This problem was run on the X-MP48 in Mendota Heights.

Since Cray now produces a 16 Mwd X-MP, I decided to write an in-memory version of the algorithm and run it on S/N 401 in Mendota Heights. The new version takes about 11 Mwd of main memory and, of course, requires no I/O. The timings for 60 iterations of the

Conjugate Gradient algorithm are 108 and 116 seconds for the CPU and wall clock times, respectively, on the X-MP/48 and 106 seconds for the CPU time on the X-MP/216. Due to the absence of I/O overhead in the memory-contained version, the X-MP/216 was slightly faster than the X-MP/48 despite the difference in memory type — CMOS vs ECL.

Maybe I have been in the industry too long, but I find the running of a problem of this size to be somewhat amazing. A few years ago we thought that 1 Mwd of memory was impressive. Now Cray Research is making a 16 Mwd X-MP and even bigger memories are available on the CRAY-2 (256 Mwd).

Analysts from the Eastern and Central Regions met in Washington, D.C. recently for three days of work and fun.

The work consisted of presentations designed to increase the participant's knowledge of Cray corporation, the Cray products, and the computer industry in general.

Presentations by Region General Managers and Region Analyst Managers provided insight into how each region functions. Cray Vice-President, Bruce Kasson, spoke about Government Marketing at Cray and about the Strategic Defense Initiative. I know that I gained a new appreciation for the thought and effort that goes into keeping abreast of government actions and finding new opportunities to serve the Government (sell Crays). Gene Johnson from corporate Human Resources covered developments in the human resources area — including (possibly) funding an additional holiday for Cray employees.

Jack Worlton, recently of LANL, provided his comparative analysis of computers and some thought-provoking items about strategic planning and its impact on Cray's future. Erich Wimmer is involved in a new area for Cray — the chemical industry. Although he could easily have left us all in the dust, he managed to keep us interested and entertained while explaining the enormous opportunity for supercomputing in the chemical industry.

To improve knowledge of Cray software, we invited speakers on microtasking, CX-OS, benchmarking, the 1.15 release, and on-line diagnostics. Rounding out these presentations was Kathy Shockley presenting the Central Region's progress on instituting site management guidelines. Diane Kennedy and Mark Duchene of field support were available for questions throughout the meeting. This also provided an opportunity to get to know the people on the other end of the phone line to Mendota Heights.

Kevin Wohlever, of the Eastern Region, and I arranged for some perfect weather for a boat ride on the Potomac Monday evening and for sightseeing on Tuesday afternoon. Washington abounds with attractions for sightseers.

As usual, Mary Amiot did a fantastic job of coordinating the hotel facilities and the cruise on the Potomac, including bus transportation from the hotel to the dock. I can't imagine planning a meeting of this size without her help.

If any analyst has suggestions for improving next year's meeting, let me know. I'll try to keep track of the suggestions and pass them along to future planners.

Analysts and Engineers . . . a chance to plan together for 1986 objectives

"Strategic Planning . . . A Job for All of Us" was the topic of an intensive three-day workshop for Central Region field engineering and analyst managers. The workshop was held in Albuquerque in late October. Training in the process of strategic planning was provided by Jeanne Wall, Management Training Consultant, and facilitated by Gary Hines, Corporate Management Development Specialist. Sonya Anderson, Steve White, and Laura Wallace were there to assist from the Region. This pilot training program focused on learning a step-by-step process for planning and then actually doing the setting of objectives for Central Region Software and Hardware.

The participants saw this workshop as an opportunity for technical managers in the field to join together with their Region managers in defining their mission under the umbrella of the Central Region Strategic Plan. The EICs, AICs, and District Managers identified the objectives the groups would accomplish during 1986. These objectives will be the basis for operational planning at the site level which will involve repeating the same planning process with folks back at the sites.

Planning here will reflect the unique needs and requirements of our various customers.

BACKGROUND OF THE WORKSHOP

Fostering management development for technical managers in the field is a critical interest for the Central Region and Cray Research executives and has been actively encouraged by both Dick Morris and Marcelo Gumucio. After many months of interviewing region, district, and site managers in all of the regions for their ideas on training needs, Gary Hines, Corporate Management Development Specialist, identified a number of management skill areas that were consistently talked about as development needs for technical managers. Among these needs were training in the fundamentals of planning and administration. The need that was most strongly endorsed by Central Region Managers and Cray executives was that of Strategic Planning for the technical functions in the field. Both Sonya Anderson and Steve White participated in the design of the workshop and were instrumental in bringing this pilot program to the Central Region. This workshop was not intended to be a "one shot deal" but to represent a new focus on how we as a region plan out and accomplish our objectives on a year-to-year basis.

HOW THE PLANNING PROCESS WORKED

The Strategic Planning process involved a number of discrete steps, each of which built on the information gathered in the previous step.

First, a small group of EICs and AICs met separately and then together to define and hammer out a Mission Statement for their function.

Then the full hardware and software group brainstormed a SWOT list (Strengths, Weaknesses, Opportunities, and Threats) which served to focus the development of Key Result Areas where "things need to be done."

Within each category of functional responsibility a number of specific objectives ("what will be accomplished and when") were developed.

The two functional groups then met and each shared with the other their lists of objectives. Not surprisingly, there were a number of cases of either overlap or even duplication in some of the hardware and software objectives.

The Region and Site Managers then discussed methods for involving their co-workers back at the site in this "bottoms-up" planning process.

The field engineering and analyst managers will meet again in March to review how the process worked at the site level and to revisit the objectives developed for progress, changes, or additions.

Although the process was rigorous, there was general agreement that the outcomes will be valuable in charting the Region direction for hardware and software in 1986.
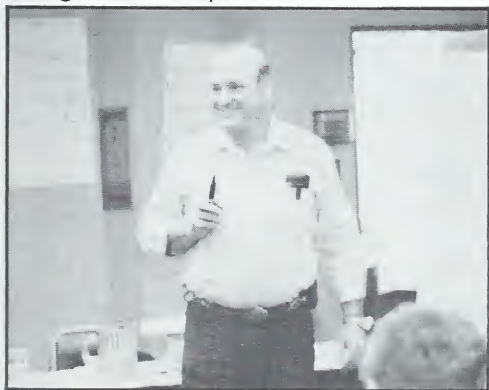
Gary Hines presents an overview of how strategic planning fits into a model of management development
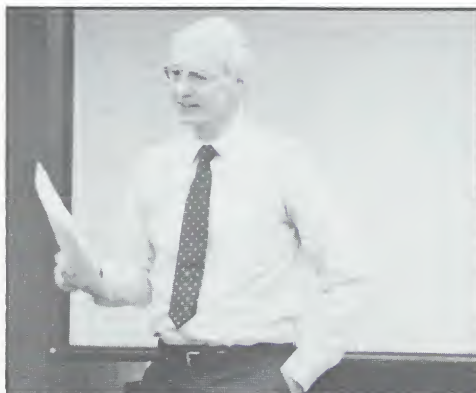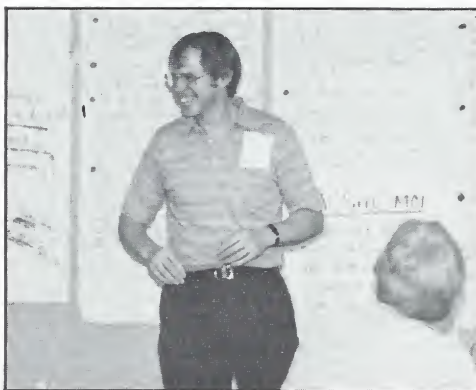

Bob Biro talks about the "Big Picture"

Sonya Anderson solicits ideas from the group
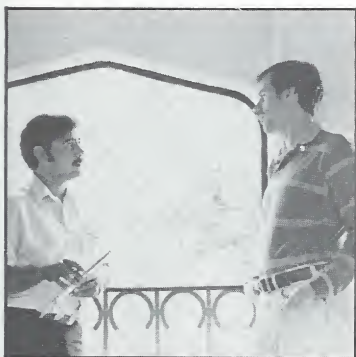

Tom Bentley leads a brainstorming session

Ron Larson explains Region Software Support objectives

Jeanne Wall guides the group through the planning process

Jim Martinez, EIC at NCAR and Bob Sabourin, Detroit District Analyst Manager

Hal Meyer, AIC at LANL; Kathy Shockley, Heartland District, Analyst Manager; Ron Larson, Region Software Support Manager; and Carl Albing, AIC at U of MN

Lonnie Manning, AIC at Ford; Erv Bentley, EIC at UIS; Doug Cook, EIC at Ford; and Rosanne Balser, AIC at AFGWC

Dale Shiels, EIC at GM and Robbie Cordo, Project Manager at U of MN

Region People Newcomers

Gail Gross   Karen Davis

David Guthrie   Brian Payton

James Reed   Robbie Cordo

Gail Gross, Senior Secretary Boulder Region Office, has lived in Boulder for over 20 years. She has a B.A. in English and an M.A. in Journalism from the University of Colorado in Boulder. Along with hiking, camping, and reading, Gail is an aspiring fiction and column writer. Prior to Cray, she worked at Boulder Community Hospital. Gail says she has an "odd sense of humor — but is NOT a player of practical jokes and does not appreciate them. I also try very hard not to take myself too seriously."

Karen Davis, Computer Systems Specialist, Boulder Region Office, has lived in the Boulder area for 19 years. Before joining Cray she was the Data Processing Manager at North American Van Lines in Boulder. On top of caring for her two children, Kristen, age 8 and Heidi, age 6½, Karen is completing her B.S. in Business Administration at the University of Phoenix (Denver Campus). When there's time for fun, she enjoys running, aerobics, sewing, needlework, and music. Karen has worked with Hewlett-Packard equipment for the past 5 years and is looking forward to the challenge of keeping the Central Region's HP and Pyramid humming.

David N. Guthrie, St. Louis Salesman, is a graduate of the University of Texas at Austin. Dave has been a salesman in St. Louis for 16 years. Prior to Cray, he worked for Sperry Corp. and Tandem Computers. Dave and his wife, Jeanne, have three children: David, Jr. (age 25), Scott (age 24), and Laura (age 20). When not selling computers, Dave has a wide range of interests: astronomy, cosmology, black hole theory, photography, orinthology, archeology, music, European history, current events, firearms, philately, traveling, and reading.

Brian Payton, ACE, Detroit area, is from Ohio, where he graduated from Control Data Institute. He worked as a technician for General Instruments Corp. before joining Cray. Presently, Brian is working towards his Electrical Engineering degree at Cleveland State University. His hobbies include electronic design and construction, golf, music, skiing, and automotive repair.

James Reed, Hardware Trainer, Boulder Region Office, moved to Denver from San Jose, California in July 1984. He received his technical training primarily through the Navy and business training through Regis College in Denver. Before joining Cray, Jim worked for a manufacturer of Medical Imaging Equipment. Jim and his wife, Nancy, have three children: Corey (age 12), and twins, Sara and Sheri (age 8). He enjoys going to school, movies, and all sports.

Carl Albing, AIC at U of MN, originally from New York, has lived in St. Paul for seven years. In 1977, he received his B.A. in Math from St. Olaf in Minnesota, then completed one year of graduate school in Computer Science at the University of Maryland. Before joining Cray, he worked for Honeywell and NCR, both in the Twin Cities area. Photography, cooking, reading, theology, and Cindy, his newly wed wife of four months, keep Carl busy in his spare time.

Robbie Cordo, Project Manager, of U of MN CRAY-2 Project, transferred to the Central Region from Software Training in Mendota in August. In 1978, he received a B.A. in Biology and Math from Ripon College in Wisconsin. Robbie started at Cray in 1980 then transferred to Lee Data and later returned to Cray. For fun he likes bicycling, racquetball, science fiction, and traveling.
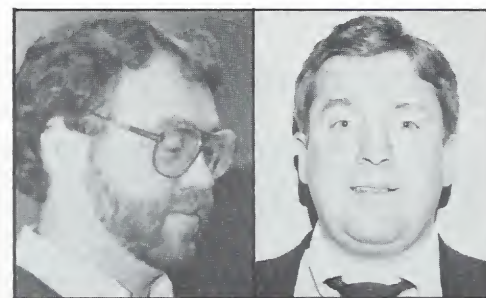
Mark Skidmore, Human Resources Rep., Boulder Region Office, comes to us from St. Paul, MN, where he worked for Honeywell as a HR planner. Mark has a B.A. in Political Science and a Masters in Economics from Utah State. He also has a Masters in Industrial Relations from the University of Minnesota. Mark and his wife, Nancy, have three children: Caleb (age 6), Laura (age 3), and Kristin (age 18 months). He enjoys bicycling, skiing, and hiking with his family.

Mark Skidmore

Dick Straw, EIC at SNLA, is a transfer from Chippewa Falls, where he was a Mechanical Engineer and, prior to that, International Tech Support. He received his BSME at Tri-State in Angola, Indiana. Dick and his wife, Lynne, have five children: Shane (age 14), Ricky (age 12), Nicole (age 10), Matthew (age 4), and Holly (age 3). In his spare time, Dick enjoys camping, fishing, and woodworking.

Virginia Lowen, SCE, at AFWL, transferred from NASA/LERC in Cleveland where she worked for three years. Prior to joining Cray in 1982, Virginia was employed at Control Data in Arden Hills, MN.

HR Corner

Employee Assistance Program – Help When You Need It

EAP, Inc., based in Boulder, Colorado is the Central Region's new Employee Assistance Program provider. Presentations by EAP, Inc. counselor/consultants were held in Boulder, Detroit, and Albuquerque during October and November. The presentations included an overview of the consulting and counseling services available along with a training session for supervisors on how to help employees with (outside of work) problems get the assistance they need.

How The Program Works

If you or anyone in your household is experiencing a problem (ranging from loss of a loved one, marital difficulties, drinking or drug abuse, depression — virtually anything that impacts emotional well being), call (303) 449-0066, 24 hours a day. Identify yourself as a Cray employee (or household member) and a trained counselor will talk with you about

your problem and then refer you to a counselor in your city. Cray will pay for up to 5 counseling sessions. Should the problem be severe enough to warrant further counseling, and a psychological condition be diagnosed, continued counseling could be covered under the terms of Cray's medical plan.

You should know that all contacts with our EAP consultants and counselors are TOTALLY CONFIDENTIAL. EAP, Inc. will report only rates of usage (no names, no locations) to be used for budgeting purposes.

The EAP, Inc. presentation at the Boulder office was video taped. You may check out copies of this tape from Boulder or your District office.

Please contact Marilyn Chodosh at EAP, Inc., (303) 449-0066 or the Boulder HR staff if you have any questions on this service.

SIGNIFICANT HAPPENINGS

- Lonny Isenberg, SCE at U of MN, and wife, Kim, are the proud parents of Erin Ruth, born July 21, 1985. She was 19¾" long and weighed 8 lbs., 1 oz. at birth.

- John Walsh, AIC at GM and wife, Sharon, gave birth to their daughter, Meghan, on August 29, 1985. Meghan weighed in at 8 lbs., 13 oz. and was 21½" long.

- Jim Rye, EIC at AFGWC and wife Gwen added a third child to their family, Courtney Joyce, on October 30, 1985. Courtney weighed 7 lbs., 6 oz. and was 20½" long at birth.

- Tom Engel, AIC at NCAR, married Beth Reinschmidt on September 14, 1985 in Boulder, CO. The Engels honeymooned at Glacier National Park.

- Patty Kellett, Sen. Sec. in Boulder, joined Eric Jacobs in matrimony on September 28th in Boulder, CO. Mr. and Mrs. Jacobs honeymooned in Mexico.

Has a "Significant Event" happened in your life? If you would like it made known, please call one of the Boulder HR staff.

Transitions

- Ken Bosak, promoted to Customer Engineer, AFGWC
- John Barnes, transferred to Software Training, Mendota (to teach new CX-OS classes)
- Robbie Cordo, promoted to Project Manager, U of MN
- Rob Cunningham, promoted to District Analyst Manager, New Mexico
- John Ingram, promoted to Customer Engineer, AFGWC
- Lonny Isenberg, promoted to Senior Customer Engineer, U of MN

- Ron Larson, promoted to Region Software Support Manager
- Hal Meyer, promoted to AIC, LANL
- Bob Sabourin, promoted to District Analyst Manager, Detroit
- Kathy Shockley, promoted to District Analyst Manager, Heartland
- Bob Vanderveen, transferred to Regional Technical Support Engineer, Detroit
- John Walsh, promoted to AIC at GM
- Bruce White, transferred to Corporate Commercial Marketing, Minneapolis (responsible for competitive analysis)

Processing Your Medical Claims

Is processing your medical claims making you sick?

Although we have heard only a few complaints come through the Boulder office, we have heard there is general unhappiness with the way in which Prudential is processing your claims.

We need to know more! If you have a specific problem, call us with the details. One of us in HR (Laura Wallace, Mark Skidmore, or Susan Ward) will follow up with Prudential and get to the bottom of it.

HMO PILOT IN THE CENTRAL REGION

The Lovelace Health Maintenance Organization is being offered to New Mexico District employees as a medical coverage alternative to the Cray 150 and The Cray 500 plans. This pilot program is in response to district employees who asked for an HMO alternative. Should employee response be favorable, we will explore providing HMO alternatives to our employees in other locations for the 1987 plan year. Please contact the Boulder HR staff (Laura, Mark or Susan) with questions or suggestions.

1986 HOLIDAY SCHEDULE

Wednesday, January 1	New Year's Day
Monday, May 26	Memorial Day
Friday, July 4	Independence Day
Monday, September 1	Labor Day
Thursday, November 27	Thanksgiving Day
Friday, November 28	Day After Thanksgiving
Wednesday, December 24	Christmas Eve Day
Thursday, December 25	Christmas Day
Friday, December 26	Cray Day 1986

Events Calendar

- **Detroit District hosts visit from Margaret Loftus**
  November 25 and 26

- **CFT77 Software Presentation**
  Los Alamos National Labs
  December 3
  Presenters: Karen Spackman, Mgr. CFT77 Software Development and Dick Hendrickson

- **Cray Products Technical Overview**
  December 12, Region Office, Boulder
  Presenter: Mike Wahlquist
  Open to all Central Region employees
  (Please call Evelyn at the Boulder Office to register.)

- **First International Conference on Supercomputing Systems**
  December 16 - 20, St. Petersburg, FLA
  Attending: B. Baird, T. Bentley, R . Biro, S. White, S. Anderson, R. Larson, K. Shockley, C. Albing

THE HP3000 HAS ARRIVED IN CENTRAL REGION!

by Karen Davis

Central Region has just received and installed a brand new HP3000/Series 37 minicomputer! After several weeks of planning and configuring the computer room, we now actually have the computer up and running. The primary reason for the installation of the HP3000 is to start de-centralizing the accounting and HR functions to the regional level.

As of now, the HP3000 has 2 MG of memory, 404 MG of disc space and will accept up to 15 users. This includes up to 3 additional users being able to access our HP3000. Eventually, this HP3000 network will include the Eastern and Petroleum Regions as well.

The HP3000 is currently running Accounts Payable and General Ledger programs for the accounting department and the HRIS programs for Human Resources. We will soon be installing HP-WORD, a word processing package, which will use the new Laser-Jet printer to print excellent letter-quality documents. There are also future plans to install marketing and administrative programs (such as electronic mail) on the HP3000.

The HP3000 will probably continue to function as an administration machine for Accounting and Human Resources' use only. As of Monday, November 18th, we will begin installation of the Pyramid computer (a UNIX machine) for the analyst's use. But that's another story.

They made it! Bob Wellck, Evelyn Buchanan, and Mark Skidmore take the Annual Central Region Vail Pass Challenge.

HAVE A HAPPY HOLIDAY SEASON